

Message Text

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14

ACTION EA-14

INFO OCT-01 ADP-00 PM-09 DODE-00 SS-15 NSC-10 L-03 CIAE-00

INR-10 NSAE-00 RSC-01 AID-20 EB-11 MC-02 COME-00

TRSE-00 IGA-02 RSR-01 /099 W
----- 047701

R 120601 Z APR 73

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 6445

INFO AMEMBASSY KUALA LUMPUR

AMEMBASSY SINGAPORE

C O N F I D E N T I A L JAKARTA 4356

E. O. 11652: GDS

TAGS: MASS ID

SUBJ: MILITARY SALES- VISIT OF NORTHROP CORPORATION SALES REP

REF: STATE 61761

1. BELIEVE NORTHROP SHOULD WEIGH FOLLOWING FACTORS BEFORE MAKING FINAL DECISION TO SEND MR. VOSS TO JAKARTA TO DISCUSS NORTHROP' S INTEREST IN INDONESIA (REFTEL).
 2. CURRENT (1968-73) AND FORTHCOMING(1974-78) GOI FIVE YEAR PLANS PLACE PRIMARY EMPHASIS ON ECONOMIC DEVELOPMENT, A POLICY WHICH THE USG AND OTHER IGGI DONORS SUPPORT. IN THIS CONTEXT THE GOI HAS PROGRAMMED NO FUNDS FOR THE PURCHASE OF CLOSE SUPPORT AIRCRAFT SUCH AS THE F-5 E S.
 3. INDONESIAN AIR FORCE HAS JUST RECEIVED 16 SABRE JETS FROM AUSTRALIA AND IT IS OUR ESTIMATE THAT DIGESTING THESE WILL REQUIRE SOME TIME.
 4. GIVEN THE GOI' S POLICY OF NOT SPENDING LARGE AMOUNTS OF FOREIGN EXCHANGE FOR MILITARY EQUIPMENT, WHICH THE US SUPPORTS, AND TAKING INTO ACCOUNT THE INDONESIAN AIR FORCES' S LIMITED ABSORPTIVE CAPABILITIES, THERE APPEARS LITTLE OPPORTUNITY FOR NORTHROP FRUITFULLY
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TO EXPLORE POSSIBLE FUTURE SALES OF THE F-5 E S AT THIS
TIME. WHILE EMBASSY OFFICERS WILL, OF COURSE, BE GLAD
TO DISCUSS THIS AND ANY OTHER MATTER WITH NORTHROP'S
REPRESENTATIVE, WE DOUBT THE UTILITY OF ANY BRIEFINGS
OF GOI OFFICIALS AND, THUS BELIEVE NORTHROP SHOULD RECONSIDER
PROPOSED VOSS VISIT TO INDONESIA, ESPECIALLY SINCE HE
HAS ALREADY BRIEFED THE INDONESIANS. TOUSSANT

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*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973JAKART04356
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: RR
Errors: n/a
Film Number: n/a
From: JAKARTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730446/aaaaislc.tel
Line Count: 75
Locator: TEXT ON-LINE
Office: ACTION EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 73 STATE 61761
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 21 NOV 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21-Nov-2001 by martinml>; APPROVED <17-Dec-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 980126
Subject: MILITARY SALES- VISIT OF NORTHROP CORPORATION SALES REP
TAGS: MASS, ID
To: EA
KUALA LUMPUR
SECSTATE WASHDC
SINGAPORE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005